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**New Study Shows New Hampshire Agriculture
Contributes More to State's Economy**

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Agricultural producers in New Hampshire have been steadfastly producing food and other agricultural products for sale in the marketplace for generations. A new study shows just how far-reaching this industry's economic impacts extend beyond the individual business to the community and the state.

A study completed in 2003 for the New Hampshire Department of Agriculture, Markets & Food by the Institute for New Hampshire Studies at Plymouth State College in cooperation with the marketing firm Rumbletree of Portsmouth shows direct spending by agriculture, horticulture and agriculture-related tourists was \$929.1 million in 2002. This was the first study to look at the impacts of agricultural spending, the so-called "multiplier impacts" of agriculture, on the state's economy.

Multiplier impacts include those resulting from sales of agricultural products indirectly, such as effects on supplier businesses and organizations and taxes paid to government within the state and induced impacts, which are those due to spending by households to purchase products as well as spending of wages by industry employees.

The study identified \$605 million in direct sales of farm and horticultural products. Total full time equivalent employment was estimated at 6,967 jobs. Total household earned income from agricultural employment was estimated at \$96.5 million. Taxes paid by agricultural businesses included \$11.9 million to local government and \$1.35 million to state government. Indirect and induced impacts of agriculture added to the direct impacts resulted in a total of 11,317 full time job equivalents with total household earned income of \$288 million. Total taxes paid to state and local governments were \$48.15 million, which broke down to \$29.7 million in local property taxes and \$18.45 million in state taxes.

Additionally, this study looked at tourism that depends directly or indirectly on agricultural activities. The impact of agricultural fairs was specifically examined. The total impact of the fairs in New Hampshire was \$106.4 million, including direct spending at or near the fairgrounds by visitors, exhibitors and operators, as well as resulting jobs, household income and taxes paid.

Agricultural scenery also contributes greatly to New Hampshire tourism. Of an estimated 26.8 million trips of individual tourists and business travelers during state fiscal year 2002, over one million were trips where viewing agricultural scenery was important. The typical visitor spends \$67.26 per day in the state for a total of \$109 million due to agricultural scenery trips in 2002.

The total of \$929.1 million in direct spending by agriculture, horticulture and agriculture-related tourists resulted in 11,606 full time job equivalents, \$203 million in household incomes, \$43.8 million in state and local government revenues, including property taxes and rooms and meals taxes. Multiplier impacts raised the full time equivalent jobs to 18,326, total household earned income to \$594.8 million and total state and local government taxes paid to \$118.4 million, the study said.

Taking into account the multiplier effects, the impacts of agriculture in our state reach further into our economy than previously recognized and contribute significantly to New Hampshire's tourism and overall economic health. To see the full report "The Impact of Agriculture on New Hampshire's Economy", go to the NH Dept. of Agriculture, Markets & Food website www.agriculture.nh.gov/publications/index.htm and click

on Economic Impact Study. For more information contact the Division of Agricultural Development, NH Dept. of Agriculture, Markets & Food, PO Box 2042, Concord, NH 03302-2042, Tel. 271-3788, email: gmcwilliam@agr.state.nh.us.

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